

ED06-0049-04

Assessment Technology, Inc

6700 E Speedway Blvd  
Tucson, AZ 85710  
Phone: 520/ 323-9033  
Fax: 520/ 323-9139

## SECTION 1: EXECUTIVE SUMMARY

### OFFER AND AWARD



ARIZONA DEPARTMENT OF EDUCATION  
Contract Management Unit - 3<sup>rd</sup> Floor  
1535 West Jefferson Street, Bin #37  
Phoenix, Arizona 85007-3209

SOLICITATION NO. ED06-0049

### OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name

Assessment Technology, Inc.  
6700 E. Speedway Blvd.

Street Address

Tucson AZ 85710  
City State Zip Code

Telephone Number: 520-323-9033

Name of Person Authorized to Sign Offer

John R. Bergan, Ph.D.

Title of Authorized Person

Signature of Authorized Person

Date of Offer

Facsimile Number:

520-323-9139

Offeror's Arizona Transaction (Sales) Privilege Tax License Number:

10-131-960-A

Offeror's Federal Employer Identification Number:

86-0573805

Acknowledgement of Amendment(s):  
*(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated*

Amendment No. Date  
No. 1 April 7, 2006

Amendment No. Date

### ACCEPTANCE OF OFFER AND CONTRACT AWARD

*(For State of Arizona Use Only)*

Portions of this contract may be funded under CFDA No. 84.213C

Your Offer, dated April 17 2006, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

**This Contract shall henceforth be referred to as Contract Number ED06-0049**

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 25<sup>th</sup> day of Sept 2006

Douglas C. Peeples, CPPB, CPCB  
Chief Procurement Officer

# SECTION 1: EXECUTIVE SUMMARY

<b>SOLICITATION NO. ED06-0049</b>	
<b>AMENDMENT NO. 1</b>	<b>Solicitation Due Date: April 17, 2006</b>

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## ATTACHMENT ~~6.8~~ 6.1 JRB ARIZONA DEPARTMENT OF EDUCATION RFP ED06-0049 PRICES/DELIVERY SCHEDULE

1. Name and date of Offeror's current catalog for the items the Offeror proposes to provide in response to this RFP.  
The product offering in this proposal is the 2006 updated version sold and distributed exclusively by Assessment Technology, Incorporated (ATI).

2. Please identify the Offeror's propose items from this catalog.

ATI offers an online Educational Management System through its Galileo Plus product. Included components are Galileo Pre-K Online for assessment and curriculum, Merlin for customizing information management, Storyteller computer assisted instruction and assessment, and Online Reporter for advanced Galileo data aggregation with expanded filtering and reporting options. Galileo Plus is fully functional online. Assessments may be administered and scored online observations may be recorded online, and all reporting can be generated and viewed online. OPTION: Offline direct assessment and scoring are possible within the system. Scanning costs may be associated for this option and are quoted in the ATI detailed cost proposal in Section 6.

3. What discount/percentage off that the Offeror will provide Arizona in response to this RFP? 34 %

4. Please provide a price per student tested, which is calculated, based on the above offer. The grantee sites will score the assessments themselves, manually or with the use of appropriate electronic equipment, which is provided by the grantee. Use of this electronic equipment will require Offerors to provide scoring software that is compatible with the electronic equipment for each grantee. Results and reports may be generated on-site by the grantee or results may be sent by grantees to the Contractor and Contractor will then generate required reports and send results to grantees. Price per student is all-inclusive of the assessment process, e.g. includes price for tests and answer sheets/booklets, delivery to sites statewide, scoring aggregation, and reporting. *The data collected during the assessment process and reported to ADE will occur twice during the assessment process once at entry and once at exit.* The price per student tested is a figure of merit for proposal evaluation purposes. This figure of merit is an important factor in the state's award determination, and the Offeror/Contractor agrees that by providing it, the state and Arizona grantees may consider it as not-to-exceed price.

### User Scored, Reports by User

Price per student tested

\$ 11.00

for Online Functionality/Unlimited number of assessments per student

or User Scored, Reports by Contractor

Price per student tested

\$ 11.00

for Online Functionality/Unlimited number of assessments per student

If payment is made within \_\_\_\_\_ calendar days after acceptance of goods and/or services, the above quoted price, excluding sales tax, shall be discounted by \_\_\_\_\_. (Refer to Uniform Instructions To Offeror/Contractors for discount requirements.) No additional discount for prompt payment

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.



## SECTION 1: EXECUTIVE SUMMARY

<b>SOLICITATION NO. ED06-0049</b>	
<b>AMENDMENT NO. 1</b>	<b>Solicitation Due Date: April 17, 2006</b>

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5. Please provide a price per teacher/administrator trained which is calculated, based on the above offer. The grantee sites will score the assessments themselves, manually or with the use of appropriate electronic equipment, which is provided by the grantee. Use of this electronic equipment will require Offerors to provide scoring software that is compatible with the electronic equipment for each grantee. Results and reports may be generated on-site by the grantee or results may be sent by grantees to the Contractor and Contractor will then generate required reports and send results to grantees. Price per teacher/administrator is all-inclusive, e.g., statewide training on administration of the assessment, scoring and reporting, and training materials. The price per teacher/administrator trained is a figure of merit for proposal evaluation purposes. This figure of merit is an important factor in the state's award determination, and the Offeror/Contractor agrees that by providing it, the state and Arizona grantees may consider it as not-to-exceed price.

### User Scored, Reports by User

Price per teacher/administrator trained

\$ 42.00

Minimum 40/ Maximum 50  
attendees per session

### User Scored, Reports by Contractor

Price per teacher/administrator trained

\$ 42.00

Minimum 40/ Maximum 50  
attendees per session

If payment is made within \_\_\_\_\_ calendar days after acceptance of goods and/or services, the above quoted price, excluding sales tax, shall be discounted by \_\_\_\_\_. (Refer to Uniform Instructions To Offeror/Contractors for discount requirements.) No additional discount for prompt payment

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.

## SECTION 1: EXECUTIVE SUMMARY

### ATTACHMENT 6.3

#### OFFEROR'S ORGANIZATION

SOLICITATION No. ED06-0049

9. Phoenix area address and telephone number, if different than provided on the Offer and Award Form:
- NA  
(Street Number)
- (City and State) (Zip Code)
- (Telephone Number) (Fax Number)
10. Provide an overview of your firm that includes organizational structure, number and location of offices and the number of employees at each office location. Also indicate the extent and type of involvement of each office listed. Identify the office location from which a majority of the key personnel will be assigned to any resultant contract.
- NOTE: An overview of ATI's organizational structure including information requested follows this attachment.
11. If the Offeror's firm is a division or subsidiary of another firm, indicate below the name and address of the parent firm. Also include a description of the working relationship between the Offeror's firm and the parent firm. Specify what impact, if any, this relationship would have on the Offeror's firm's ability to meet the requirements for services described in this Solicitation.
- NA  
(Firm's Name)
- (Street Number)
- (City and State) (Zip Code)
12. If other than a government agency
- A. When was the Offeror's firm formed? 1986
- B. If the Offeror's firm is incorporated, provide a list of the names and addresses of the Board of Directors.

ASSESSMENT TECHNOLOGY, INCORPORATED  
BOARD OF DIRECTORS  
Effective Date: 10/01/2006

John Richard Bergan, Ph.D.  
President  
8415 E. Rawhide Trail  
Tucson, AZ 85750

Kathryn S. Bergan, Ph.D.  
Executive Vice President/Treasurer  
8415 E. Rawhide Trail  
Tucson, AZ 85750

John Robert Bergan, Ph.D.  
Director  
5725 E. Paseo Cimarron  
Tucson, AZ 85750

Jason K. Feld, Ph.D.  
Director  
5734 N. Placita Deleite  
Tucson, AZ 85750

Charles W. King, Esq.  
Secretary  
8200 E. Rockgate  
Tucson, AZ 85750

## SECTION 7: ADDITIONAL REQUIREMENTS AND FORMS

### SECTION 2 SPECIAL TERMS AND CONDITIONS

ARIZONA DEPARTMENT OF EDUCATION  
Contract Management Unit/3<sup>rd</sup> Floor  
1535 West Jefferson Street, Bin #37  
Phoenix, Arizona 85007-3209

**SOLICITATION NO. ED06-0049**

12. Contractor representative to contact for contract administration purposes:

Jason Feld, Ph.D., Vice President

(Name and Title)

6700 E. Speedway Blvd.

(Street Address)

Tucson AZ 85710

(City & State) (Zip Code)

520-323-9033 520-323-9139

(Telephone & Facsimile Numbers)

jason@ati-online.com

(E-Mail Address)

13. The ADE representative to contact for technical matters concerning contract performance (NOTE: this person is not authorized to direct contractor performance or make changes in contract requirements.)

Karen Woodhouse, Deputy Associate Superintendent  
Early Childhood Education Section  
1535 West Jefferson Street, Bin #15  
Phoenix, Arizona 85007-3209  
Telephone: (602) 364-1530 Fax: (602) 542-2730  
E-Mail Address: [kwoodho@ade.az.gov](mailto:kwoodho@ade.az.gov)

14. All contract administration matters will be managed by the Procurement Officer named below. All correspondence concerning this contract shall be directed to this individual.

Andrew Wilson, Procurement Officer  
Contracts Management Unit, Bin #37  
1535 West Jefferson Street  
Phoenix, Arizona 85007-3209  
Phone: (602) 542-4232  
FAX: (602) 364-0598  
E-Mail: [andrew.wilson@azed.gov](mailto:andrew.wilson@azed.gov)





6700 East Speedway Blvd  
Tucson, Arizona, 85710  
800-367-4762, Ext 124.  
<http://www.ati-online.com>



**Galileo Overview:** Galileo Plus for children ages 3-5 is a fully integrated system for use in *developmentally appropriate assessment, curriculum implementation, multi-level and multi-year real-time progress and outcome reporting, and family involvement*. Galileo is the first system of its kind to fully integrate online and offline capabilities within one system at one cost. The easy-to-use assessment, curriculum, and reporting tools in Galileo make it possible for Arizona early childhood programs to implement ADE goals of using assessment to: 1) make sound decisions about teaching to promote children's development and learning; and 2) meet goals for children and improve programs and services by monitoring trends and evaluating effectiveness.

**Multi-Method Assessment Approach:** Aligned to the Arizona Early Learning Standards, the Galileo multi-method approach includes *ongoing observation in the natural context of children's learning, anecdotal narratives, representative samples of children's work, and family input*. Programs can use any combination of online and offline multi-methods to assess children's development. The Galileo 3-5 Scales include: Social and Emotional Development, Approaches to Learning, Language and Literacy, Early Math, Nature and Science, Physical Health Practices, Fine and Gross Motor Development, Creative Arts, and Early Learning Social Studies.

**Real-Time Multi-Level, Multi-Year Reports.** Online and offline information on children's learning can be easily entered and stored online to produce a variety of real-time progress/outcome reports and planning recommendations. Reports can be generated online both within and across preschool program years or directly printed from Galileo. Login access levels provide teachers, administrators, and parents with reports specific to their level of access. Reports at the child, group, class, multi-class, center and program levels include Development Profiles, Knowledge Area Proficiency Profiles, Development Milestones, Progress Reports, and Development Summaries, to name a few. Galileo also provides management reports including Data Source Reports, History Reports, Inactive/Active Children Reports, and Child Information Reports, to name a few.

**An All Inclusive System:** Galileo also comes with online Standards-Based Curriculum tools and an online Parent Center as part of the Annual Renewable User Fee. The curriculum contains tools for building weekly lessons, activities for interest areas, scheduling, curriculum mapping, and an online Classroom Activity Library. Galileo Curriculum can be used independently or integrated with curriculums currently in place. The secured online Parent Center contains a Home Activity Library for families, and provides a rapid and unique way for teachers to communicate up-to-date information about a child's learning and classroom experiences.

**Galileo Cost:** Annual Renewable User Fee of \$11.00 per Child. This cost is inclusive of the complete Galileo System described above. It also includes on-line and on-phone (800) Technical Support and Software Use Support; Start-Up and Data Importation Services (e.g., importation of child information from your child database into Galileo); Exportation of Galileo data to other databases such as SAIS; Data Analysis Services; Software upgrades/enhancements during the school year; online help files and educational resources.

**Training Option Costs:** Please call ATI at 800-367-4762 for training specifics.

**Teachers:** Online training tutorials covering Galileo assessment, curriculum, planning, and reporting. Self-study online tutorials offered in 6-week sessions. Training materials downloadable at no additional cost. \$139 per tutorial/per participant.

**Teachers and Administrators:** Targeted Galileo Onsite training. One-day training in program/district provided computer labs. \$1500 plus travel costs for up to 40 participants. Training materials provided at no additional cost.

**Administrators and Teachers:** Galileo Online Mastery Course covering Electronic Management of Learning in detail. Self-study online course offered in 24-week sessions. College credit available. Training materials downloadable at no additional cost. \$329 per participant.

**Administrators:** Introduction to Galileo Electronic Management of Learning. One-day training in program/district sites in coordination with ADE or at ATI Corporate Offices located in Tucson. \$42 per participant. Training materials provided at no additional cost (minimum of 40 participants – maximum of 50 participants).